



# ASX Announcement

For immediate release

17 August 2022

## CSL Delivers Full Year Result of \$2.255 Billion<sup>1</sup> Net Profit

CSL delivered a net profit after tax of \$2.255 billion for the 2022 financial year, down 6% at CC<sup>2</sup> and at the top end of guidance, with revenue up 3% at CC<sup>2</sup>.

- Performance as expected in a difficult global environment
- Significant growth in Research & Development investment
- Strong growth in market leading haemophilia B product IDELVION<sup>®</sup> and key specialty product KCENTRA<sup>®</sup>
- Immunoglobulin sales limited by constrained plasma collections in FY21, improved second half performance reflects growth in plasma collected
- Significant growth in plasma collections volume expected to underpin future Ig and albumin sales growth
- Exceptional performance by influenza vaccines business, CSL Seqirus
- Garadacimab (HAE) positive top line data
  - Primary and secondary endpoints met
- Carbon emissions reduction targets set, sustainability roadmap in place
- Acquisition of Vifor Pharma completed on 9 August 2022
- Earnings per share \$4.81, down 8%
- Final dividend<sup>3</sup> of US\$1.18 per share (approximately A\$1.68, franked at 10%)
  - Total full year dividend steady at US\$2.22
  - Converted to Australian currency, the total full year dividend is approximately A\$3.11 per share, up 6%
- Net profit after tax for FY23 (excluding CSL Vifor) is anticipated to return to growth and be in the range of approximately \$2.4 to \$2.5 billion at CC<sup>2</sup>

<sup>1</sup> All figures are expressed in US dollars unless otherwise stated.

<sup>2</sup> Constant currency (CC) removes the impact of exchange rate movements, facilitating comparability of operational performance. For further detail please refer to CSL's Financial Statements for the Full Year ended June 2022 (Directors' Report).

<sup>3</sup> For shareholders with an Australian registered address, the final dividend of US\$1.18 per share (approximately A\$1.68) will be paid on 5 October 2022. For shareholders with a New Zealand registered address, the final dividend of US\$1.18 per share (approximately NZ\$1.86) will be paid on 5 October 2022. The exchange rates will be fixed at the record date of 7 September 2022. All other shareholders will be paid in US\$. CSL also offers shareholders the opportunity to receive dividend payments in US\$ by direct credit to a US bank account.

CSL Limited (ASX:CSL; USOTC:CSLLY) today announces a reported net profit after tax of \$2.255 billion for the 12 months ended 30 June 2022, down 6% on a constant currency basis.

Mr Paul Perreault, CSL's Chief Executive Officer and Managing Director said, "CSL has delivered a good result at the top end of our guidance, demonstrating our resilient performance against the ongoing challenges presented by the global COVID pandemic."

"Despite the uncertain environment, we have carefully managed our costs and significantly boosted our investment in Research and Development, supporting our commitment to providing innovative medicine to patients."

"In FY21, our plasma collections were impacted by the pandemic, constraining subsequent sales of core plasma therapies in FY22, given the long-term nature of our manufacturing cycle."

"As the year progressed, we grew plasma collections significantly, albeit at a higher cost. Collections were up 24%, which we expect will underpin strong sales growth in our core plasma products, Ig and albumin, going forward. Having said that, the pandemic has put us two years behind projected growth in plasma collections – which is suboptimal for patient care," Mr Perreault said.

"Two of our key products, not limited by plasma collections, have continued their strong performance. Our leading recombinant haemophilia B product, IDELVION®, increased sales by 20%<sup>2</sup> with its compelling clinical profile driving patient demand and market share. KCENTRA®, our peri-operative bleeding product, grew 18%<sup>2</sup> as hospital demand returned to pre-pandemic levels."

"HPV royalties were up 55%<sup>2</sup> rebounding strongly to now exceed pre-COVID levels following strong demand and increased supply."

"Our influenza vaccines business, CSL Seqirus, delivered an exceptional performance with revenue up 13%<sup>2</sup>, achieved by growth in seasonal influenza vaccines driven by their differentiated and high value product portfolio."

“Today I am pleased to announce CSL’s new carbon emissions reduction targets under our sustainability strategy which demonstrates our commitment to foster a more sustainable future for our people and planet.”

“During FY22, we announced the agreement to acquire Vifor Pharma and we are excited that this acquisition recently closed on 9 August 2022. CSL Vifor adds a high-value and complementary portfolio of products and market leading positions in renal disease and diseases of iron deficiency to CSL.”

“I remain confident in the value CSL Vifor will bring to CSL shareholders, adding to the sustainability of CSL’s growth”, Mr Perreault concluded.

## OPERATIONAL PERFORMANCE

### CSL Behring

- IDELVION® +20%<sup>2</sup>
- KCENTRA® +18%<sup>2</sup>
- HAEGARDA® +5%<sup>2</sup>
- Immunoglobulin -3%<sup>2</sup>
- HPV royalties +55%<sup>2</sup>
- Plasma collected +24%
- Commenced roll out of new plasmapheresis platform

### CSL Seqirus

- Seasonal influenza vaccines +16%<sup>2</sup>
  - US sales >\$1 billion for the first time
  - FLUAD® +41%<sup>2</sup>
- Record volume of ~135 million doses distributed in FY22
- US Centers for Disease Control and Prevention adopted the Advisory Committee on Immunisation Practices recommendation that FLUAD® be a preferentially recommended seasonal vaccine option for adults aged 65+ years
- Fill and finish capacity expansion projects completed at Holly Springs and Liverpool

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## Innovation & Development

- Garadacimab (HAE) positive top line data
  - Primary and secondary endpoints met
- Etranacogene dezaparvovec (Haem B gene therapy) primary endpoint achieved in HOPE-B study with MAA (EU) and BLA (US) submitted
- CSLI12 (ApoA-1) Phase III study (AEGIS-II) progressing with >80% enrolment achieved and 3<sup>rd</sup> interim analysis completed
- aQIVc Phase II study completed
- FLUCELVAX<sup>®</sup> Quadrivalent regulatory approvals
  - US & Argentina 6m+ indication
  - Australia 2yr+ extension
  - New Zealand 9yr+ extension
- FLUAD<sup>®</sup>
  - Quadrivalent Phase III study in adults 50-64yr enrolment completed
- Government funding secured for new biotech start-up incubator partnership between CSL, WEHI and University of Melbourne

## Acquisition of Vifor Pharma Ltd completed 9 August 2022

- Expands CSL's leadership across an attractive portfolio focused on renal disease and diseases of iron deficiency
- Mr Hervé Gisserot appointed to lead CSL Vifor as General Manager
- Delisting process commenced and integration underway
- Early data indicates no change to our overall view of the financial contribution from the acquisition of Vifor Pharma Ltd
- CSL has commenced purchase price accounting and an update will be provided at an investor briefing planned for 17 October 2022

## People & Culture

- CSL named among America's best employers by Forbes magazine and also recognised as one of Australia and New Zealand's Best Places to Work by The Australian Financial Review

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## Efficiency

- 27 new plasma collection centres opened
- Enhanced CSL Plasma Donor App with new functionality
- Commenced roll out of new plasmapheresis platform, to be completed in FY23

## Sustainability

- Significant progress made on CSL's sustainability strategy
- Carbon emissions reduction targets set:
  - Targeting a reduction of 40% absolute Scope 1 & 2 emissions by 2030 against a baseline of the average annual emission across FY19-21
  - Intend to ensure suppliers who contribute 67% of Scope 3 emissions set Scope 1 & 2 reduction targets by 2030 aligned with science-based targets initiative

## **OUTLOOK (at FY22 exchange rates)**

Commenting on CSL's outlook, Mr. Perreault said, "Despite the challenges we have faced over the course of the pandemic, I'm very proud of the way the Company has continued to execute on our growth strategy and deliver on our promise to our patients."

"We have continued to invest in all facets of our business and I am very encouraged by the improved momentum we are seeing in our core Ig franchise."

"The strong growth we have seen in plasma collections is anticipated to continue as COVID recedes and underpin strong future sales growth in our core plasma therapies. The current higher cost of plasma is also expected to prevail into FY23."

"We anticipate our influenza business, CSL Seqirus, to deliver another strong year driven by demand for its differentiated products."

"CSL's net profit after tax for FY23 is anticipated to be approximately \$2.4 billion to \$2.5 billion at constant currency, returning to strong sustainable

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growth<sup>4</sup>. This excludes CSL Vifor earnings and costs associated with the acquisition.”

“Guidance for CSL Group will be updated to include CSL Vifor at the first practicable opportunity,” Mr Perreault concluded.

In compiling the company’s financial forecasts for FY23, a number of key variables that may have a significant impact on guidance have been identified and these have been included in the footnote<sup>5</sup> below.

## **FURTHER INFORMATION**

Additional details about CSL’s results are included in the company’s 4E statement, investor presentation slides and webcast, all of which can be found on CSL’s website [www.csl.com](http://www.csl.com). A glossary of medical terms can also be found on the website. For further information, please contact:

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<sup>4</sup> Comparative period FY22 includes COVID vaccine contribution, not repeated in FY23

<sup>5</sup> Key variables that could cause actual results to differ materially include: the success and timing of research and development activities; decisions by regulatory authorities regarding approval of our products as well as their decisions regarding label claims; competitive developments affecting our products; the ability to successfully market new and existing products; difficulties or delays in manufacturing; ability to collect plasma; trade buying patterns and fluctuations in interest and currency exchange rates; legislation or regulations that affect product production, distribution, pricing, reimbursement, access or tax; acquisitions and divestitures; research collaborations; litigation or government investigations; and CSL’s ability to protect its patents and other intellectual property.

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## Group Results

Full year ended June US\$ Millions	Jun 2021 Reported	Jun 2022 Reported	Jun 2022 at CC <sup>2</sup>	Change %
<b>Sales</b>	<b>9,980</b>	<b>10,136</b>	<b>10,242</b>	<b>3%</b>
Other Revenue / Income	330	426	426	29%
<b>Total Revenue / Income</b>	<b>10,310</b>	<b>10,562</b>	<b>10,668</b>	<b>3%</b>
<b>Earnings before Interest, Tax, Depreciation &amp; Amortisation</b>	<b>3,720</b>	<b>3,596</b>	<b>3,542</b>	<b>(5%)</b>
Depreciation/Amortisation/Impairment	(590)	(669)	(670)	(14%)
<b>Earnings before Interest and Tax</b>	<b>3,130</b>	<b>2,927</b>	<b>2,872</b>	<b>(8%)</b>
Net Interest Expense	(167)	(148)	(161)	4%
Tax Expense	(588)	(524)	(475)	19%
<b>Net Profit after Tax</b>	<b>2,375</b>	<b>2,255</b>	<b>2,236</b>	<b>(6%)</b>
Total Dividend	2.22	2.22		-
Earnings Per Share	5.22	4.81		(8%)

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